



C. LEE HILBERT, CCIM

Chairman Emeritus

CURRENT RESPONSIBILITIES

In 2005, after 15 years of leading the company as CEO, Lee Hilbert turned over those responsibilities to others so he could become a full-time production professional specializing in investment sales, land sales, tenant representation, and auctioning services. Lee carefully screens potential assignments to assure he can deliver the best possible service. Additionally, he often assembles custom teams of professionals to satisfy client's objectives.

CAREER SUMMARY

With expertise in consumer goods marketing, Lee began his real estate career with the Sea Pines Company of Hilton Head Island, South Carolina, where he was involved in the planning, marketing, and sales of a number of planned developments. He joined Bowers, Nelms & Fonville REALTORS in 1980 to open that firm's first residential branch office. After building that branch into one of the most successful operations in Richmond, he built the Bowers, Nelms & Fonville Commercial Division into a successful business. Lee joined Harrison & Bates Incorporated in 1990. After serving as the leader of the company for many years, he decided to dedicate his time and energies to the part of the business he loves, sales and leasing, as a production professional. During his real estate career he has also been involved in numerous real estate investments and developments.

EDUCATION

Lee received his Masters in Business Administration (MBA) from The Darden School of the University of Virginia, and his undergraduate degree from the University of Virginia.

ACCOMPLISHMENTS

He has made substantial contributions to the industry. Lee is a past President of the Richmond Association of REALTORS. He was awarded the prestigious "Code of Ethics Award" in 1990 by the Virginia Association of REALTORS. In 1992, he was recognized by the Richmond Association of REALTORS as the "REALTOR of the Year". He is a recipient of numerous Distinguished Achiever Sales Awards. Lee is Past President of Richmond Real Estate Group. He has also applied his leadership skills to his community where he has served as a director and officer of numerous charitable, religious, professional, and business organizations. He has also led a number of fund raising campaigns for various local charities.

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